



Together -

Within the framework of His plan, which gives to all disabled the right to independence and achievement, we view the past to chart the future. For this we build together.

ANNUAL
REPORT
1957





THE
ABUNDANT
LIFE WHICH
HANDICAPPED
PEOPLE SEEK IS
FOR GOODWILL
INDUSTRIES A
COMMON GOAL
PURSUED WITH FAITH



DAVIS MEMORIAL
GOODWILL INDUSTRIES
WASHINGTON, D. C.

Pioneering in Industrial Rehabilitation

"COMING
TOGETHER IS
BEGINNING;
KEEPING TOGETHER
IS PROGRESS;
WORKING
TOGETHER IS
SUCCESS."
—Henry Ford

When Goodwill Industries launched its comprehensive rehabilitation program in mid-1956, it made available for the first time to the national capital area a new combination of specialties to aid the severely disabled.

Unique in that it offers rehabilitation in an industrial, rather than hospital setting, the Center is geared to close the gap which has long existed for the out-patient between hospitalization, and return to employment or independent living.

Working closely with the Industries' Sheltered Workshop program, and operating as an integral part of a total service to the Community, Goodwill is pioneering a new field . . . Industrial Rehabilitation for the disabled.

The Center's professional staff includes a physician, nurse, medical social worker, psychologist, occupational therapist, physical therapist and prevocational shop supervisor. They work as a team in approaching the client's problems.

Any disabled person who is referred to the Rehabilitation Center by a physician, hospital, clinic or recognized agency, may apply for services. When accepted, the client is given a full evaluation by each member of the staff, and the rehabilitation program determined.



PHYSICAL CHECK-UPS by the Center's medical consultant and registered nurse guard health of clients and workers.



DISCOVERING latent talents or potential bright new future for a handicapped person
a rewarding experience for both the prevocational shop supervisor and the client.
Here under the watchful eye of the instructor, many trade opportunities are explored
through tests in actual work situations. Offering a multiplicity of job possibilities, the
Pre-Vocational Shop has charted a new life course for many disabled persons.



COMMONPLACE to most people, squeezing a tube of toothpaste can be a real accomplishment. For the disabled, the simple activities of daily living are a new world to be conquered. Each success restores another measure of confidence and hope.

The basic service of the Center is vocational exploration designed to set up realistic goals according to the physical and mental capacities of the rehabilitee.

During the course of this exploration, which consists of actual work situation testing in various trade possibilities, supportive treatment in the form of physical and occupational therapy, social case work and psychological services may be carried on as indicated.

General medical care, other than that directly concerned with the rehabilitation program, is provided by the referring physician, clinic or agency.

The hope of every disabled person is to return to normal, productive living. Goodwill's rehabilitation and workshop programs are designed to help the client achieve this goal. For many, Goodwill has been pro-

viding with marked success just such a service . . . without fanfare.

Nevertheless, the drama of many heartwarming stories is there. Take Jeff, for example. Unable to speak after surgery on his throat and mouth, and past 50 years of age, he was not wanted as an employee.

Jeff was referred to Goodwill for work by the Vocational Rehabilitation Service a little over a year ago. He was put to work at the Industries' sorting belt where he opened the filled Goodwill bags.

Observed during his first few months of employment, he was recommended for rehabilitation study and tests at the Center. After team evaluations, including various work try-outs, it was concluded that Jeff was suited for more skilled work, and was recommended for training in mechanical repair. Now he is a regular worker in the Indus-

tries' Mechanical Shop where he has since earned a wage increase because of his rapid progress and increased productivity.

The Rehabilitation Center has not only served those clients who have come directly to it for help, but also has made available its services to the workers in the Industries' workshop. It has helped in working more effectively with the severely disabled.

Of the 394 different persons to whom rehabilitation services were provided, 204 of them were among the employees in Goodwill's workshop. Thirty-five of them were job applicants who sought employment in the workshop but who were found to be in need of rehabilitation services before they could be put to work. Fifty-five were miscellaneous referrals.

The remaining 100 clients were referrals from the Vocational Rehabilitation Services for whom the Center provides extensive pre-vocational evaluation and exploratory testing to aid in placement for training or a job.

Increasing demands are being



PRICES remain unchanged as confidence mounts for this young man being tested in the Pre-Vac. Shop for possible training as a food checker in a super market.

made upon the other departments of the Center. During 1957, 290 persons received general physical examinations, and 1,674 visits were made to the Medical Department for health counseling. Over 500 Social

EFFECTIVE SERVICE

"During National Goodwill Week it is a privilege to salute the public and private efforts of our citizens as they seek to restore their handicapped and disabled neighbors to lives of dignity and self-sufficiency.

As one of the most active agencies engaged in this enterprise, Goodwill Industries has grown steadily in effective service. By providing useful and productive work for handicapped men and women, by training them in other rehabilitation services, and directing them toward full and satisfying employment, Goodwill Industries adds strength and spirit to the national community."

—Dwight D. Eisenhower

DISABILITIES SERVED

(A typical week)

Blind and Defective Vision	17
Deaf and Hard of Hearing	12
Orthopedic	40
Organic and General Disability	72
Age and Infirmary	29
Mental, Emotional, Neuratic	18
Staff, Essential Workers	73
Total Workers	261

Service interviews were given to 398 different persons.

Psychological tests and vocational counseling involved 120 clients. Pre-vocational workshop explorations were carried out on 151 clients. Thirty were given extended testing.

Statistics do not point up the achievements. Behind them is the human engineering that is being done to discover the "unknown" upon which can be built a more-

promising and productive future for the disabled.

For many who come to the Center, it is the spring-board that leads to vocational training and employment in the Industries' sheltered workshop. Of the more than 183 handicapped persons who received vocational evaluations during the past 18 months, 35 are now employees or trainees at Goodwill. The others, most of whom were referred by other agencies for vocational diagnostic evaluations, with a few exceptions moved on to training, placement or further rehabilitation services elsewhere.

Because of the nature of their disabilities, or their age, some of these handicapped folks may never be absorbed into private industry. But, for each of them, reaching the status of wage-earning worker at Goodwill Industries, is a real achievement. They realize, better than anyone else, they have come a long way from the depressing isolation they knew as disabled homebound citizens.



WEAVING an attractive table piece adds interest as the Occupational Therapy activity seeks to restore the use of limbs and re-establish the co-ordination of mind, eyes and muscles.

FRIENDLY COUNSEL by a trained social case worker is often the starting point for untangling the web of problems that frequently beset handicapped persons. Anxieties and frustrations, involving families, friends, money, matrimony, health, home life, and work, can be road blocks to effective rehabilitation and job training.



PEGS IN HOLES can tell an important story to the Psychologist as he searches out the unknowns in his client. Dexterity tests are among the many used to gather the necessary data upon which skillful and effective vocational guidance can be based. They are an aid in determining occupational goals.



TRANSITION from client in the Rehabilitation Center to wage earner in Goodwill's Sheltered Workshop is told in the story of John whom industry "retired" at age 50 because of disabilities resulting from Multiple Sclerosis. After years of demoralizing inactivity, he was finally referred to the Center by D. C. Vocational Rehabilitation Service for pre-vocational testing. It was disclosed that John had fine mechanical ability and good work habits. He is now employed in the Industries' Workshop.

Making People the Product

"FREEDOM
OF SPIRIT,
FREEDOM
WITHIN . . . IS THE
MOST IMPORTANT
FREEDOM
OF ALL."

—Betsey Barton

blind and visually handicapped persons. This year, 35 different persons in this group were served. In addition, 52 others received vocational counseling and were otherwise helped through referral to outside placement possibilities.

And so it is for scores of handicapped and disabled men and women who come to Goodwill Industries' sheltered workshop and find an opportunity for self-respecting work and training.

During the past year, 543 different persons were given employment in the workshops . . . Of these, 27

Thousands of homes in the national capital area have been reached with the product of one handicapped worker whose agile fingers daily assemble hundreds of the familiar Goodwill bags.

During the past twelve years, she has produced more than three-quarters of a million of them . . . yet she has never seen one. Mrs. Irene Medley, winner of the 1957 Goodwill Worker of the Year Award, knows what it means to have "freedom of spirit, freedom within."

For such as Irene, the Etta J. Giffin Memorial Trust Fund of the National Library for the Blind, received in 1956, aids greatly the expansion of Goodwill's service to the

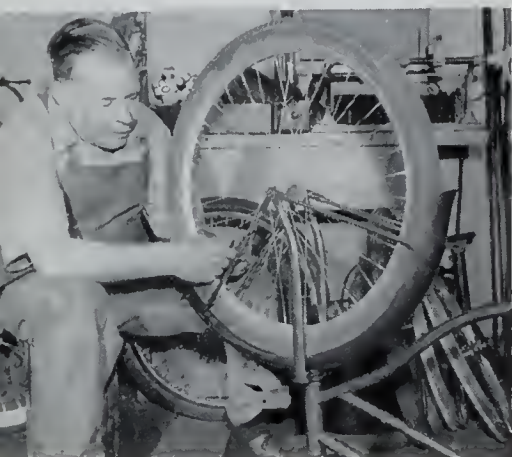


MRS. IRENE MEDLEY, blind worker, receives Goodwill Worker of the Year Award from President, James C. Dulin.

were referred from the Rehabilitation Center.

Despite further space limitations imposed on the Sheltered Workshop as construction on the Industries' new building got under way, the work and training program moved ahead. Interruptions were taken in stride.

The role of the Rehabilitation Center in the program of the Workshop was brought into sharper focus



ACHIEVEMENT is many things . . . a straightened spoke on a reclaimed bicycle wheel, a straightened life, independence.

during the year as more and more of the workers were given the benefit of the Center's professional services.

Meanwhile, other handicapped people daily sought help . . . the blind, the deaf, the aged, those with emotional problems, or with multiple disabilities. Some were referrals from the D. C., Md. and Va. Vocational Rehabilitation Services, health and welfare agencies, Veterans Administration, clinics, doctors and clergy. Others just wandered in,

hoping for a job to spare them from accepting public assistance. Just a chance . . .

That is the role of the Sheltered Workshop: to help, through providing work and training opportunities, to restore handicapped people to the community as useful, employable citizens . . . to give them that chance.

Once a handicapped person has been accepted for employment and training at Goodwill, he knows he has found a chance to be useful and independent.

The experience of working together with other handicapped people is usually a ready cure for self-pity. It sparks a new faith in one's ability to achieve, to be productive. It replaces self-interest with a healthy concern for others, and builds a keener sense of responsibility to do the best within the limits of one's abilities.

That handicapped workers can be productive, once they are properly adjusted to the job, is evidenced by

6 GOODWILL STORES

in Notional Capitol Area

DISTRICT OF COLUMBIA

1210 New Hampshire Ave., N.W.

Robert W. Mohones, Mgr.

1229—20th Street, N.W.

Mrs. Elizabeth S. Ricketts, Mgr.

3614 Georgia Ave., N.W.

Mrs. Eleanor S. Everett, Mgr.

MARYLAND

Blodensburg—4813 Annapolis Road

Col. C. B. Nichols, Jr., Mgr.

Rockville—Dodge Street

Mrs. Mory A. Smith, Mgr.

VIRGINIA

Alexandria—118 N. Foyette St.

Carl R. Faircloth, Mgr.



A STITCH IN TIME . . . especially when it means gainful employment in surroundings that provide friendly associations and understanding help. For women who require sedentary work activity, the sewing room is a happy experience. Training for possible employment later in outside establishments opens up many job opportunities for older women seeking an independent livelihood.

their accomplishments of the past year . . . in the face of extreme difficulties arising from the relocating of many of the workshop facilities.

In some instances whole departments were moved to other floors or temporary re-arrangements made. The cafeteria had to give way to a snack bar, while the chapel was moved to the 20th street annex for the duration.

Because the new building will be tied into the present industrial plant to make one structure fully open on all floors, it was necessary to make many major alterations.

While windows were being removed and bricked up, the handicapped folks worked on, wearing coats and sweaters to withstand the wintry temperatures within.

The handicapped workers, as well as the staff and supervisors, are used to making adjustments to new situations in a growing program. While frustrations did accompany the many changes, the workshop program continued to move ahead.

In 1957, with an average daily roll of approximately 250 people, enough merchandise was processed to make possible 312,980 transactions in

Goodwill's six retail stores. The 1,030,601 articles sold represented many bargains to thousands of families with limited incomes.

Stores sales totaled \$667,725.08. From this income, Goodwill workers received in wages \$494,177.40. Total wages paid since the Industries began its work in 1935 is \$4,443,707.76 . . . nearly \$4½ million in purchasing power returned to the Metropolitan Washington area through the productivity of handicapped people employed to reclaim



SCOUTS Ronald Jones and Charles Shinn, Troop 732 and Chillum-Adelphi Fire Chief James Dorsey do Goodwill good turn.

The Goodwill Sheltered Workshop program would not be possible without the generous and continuing support of the community. Contributions of usable discarded wearing apparel, furniture and household wares are the "raw materials" which provide the work opportunities for the handicapped.

In 1957, there were 84,982 calls from Washington area homes to pick up contributions of materials. This total represents an increase of over 50,000 calls in the past ten years.

In addition to the daily collection calls, a most important contribution to the maintaining of steady employment for Goodwill workers and sufficient saleable materials for the stores is the annual Boy Scout Clothing Drive—"Good Turn Day."

Sponsored by the National Capital Area Council, BSA, the project this year was conducted on November 9th throughout all of the Council's eleven districts. More than 50,000 filled bags of clothing and other items were gathered up by the Cub, Boy and Explorer Scouts in the 480 Scout Units that participated.

Local firestations served as collection depots. Local trucking firms aided in transporting the bags to Goodwill. Fine support was given by the press, radio and television.

This tremendously successful good turn for the handicapped at Goodwill performed by the Scouts, their adult leaders and the thousands of thoughtful homemakers who filled the bags merits high praise.

As a token of its appreciation for a job well done, Goodwill presented to each of the participating Scout Units a special "1957 Good Turn Day" ribbon award.

The year just past, and the 22

repairable materials discarded by the public.

Not to be overlooked is the sizable sum paid by these handicapped folks to the community, state and federal governments in the form of taxes. Every one is proud to be a taxpayer, instead of a tax user.



"A REAL BARGAIN," exclaims WRC-TV's popular star, Inga Runvald, as she joined the hundreds of customers who flocked to Goodwill's new Bladensburg store on opening day, February 1. Inga, a regular shopper in Goodwill stores, and Al Ross, DJ on WRC, WRC-TV "Timekeeper Show," greeted the store's first-day shoppers.

years that make up the Industries' history bears out the fact that "Coming together is beginning; Keeping together is progress; Working together is success." It has characterized the work of Goodwill and its years of service to the handicapped in the greater Washington area.

This spirit of togetherness is no

less a part of the bright future that lies ahead. Now with its Rehabilitation Center and Sheltered Workshop programs being geared to meet the growing needs of the community, Goodwill Industries looks forward with confidence and keen anticipation to the challenge of a new building in January, 1959.

POSITIVE PROGRAM

"The Goodwill Industries has a positive program for handicapped people in which we all may take pride. Your agency has long been a leader in assisting the handicapped person to help himself. With your positive program of providing training and materials to work with, many people have been helped to lead productive lives once more. This is the American way of doing things and one which I am happy to endorse."

Richard M. Nixon



UNDERWAY with a stroke of the pen, contracts for new building are signed.

Restoring dignity
and self-sufficiency.

Together . . . We Build



One morning, early this Fall, the first bricks of nine old dwellings hit the ground as demolition crews began clearing the site upon which Goodwill Industries' modern Rehabilitation and Sheltered workshop building is now being erected.

It was a happy occasion for Goodwill workers and friends of the handicapped alike. Though not without its nostalgic feeling for the familiar scene around which more than 20 years of growth has centered, the start of construction marked the beginning of a bright, new chapter in the organization's service in the Nation's Capital.

Behind this milestone event is the

story of Davis Memorial Goodwill Industries' humble beginning in a one-room store in the Spring of 1935.

Today, it ranks fourth among 120 Goodwill Industries in America, serves as the leadership training center for the Goodwill Movement, and is the focal point for hundreds of visitors annually from throughout the world.

Always proud of its past, Goodwill Industries today is building for the future . . . the future of unnumbered handicapped persons who will turn to it for help.

The launching of the construction program in 1957 was a first step in providing more adequate space

has grown steadily in effective service . . . adds strength and spirit to the national community.”
Dwight D. Eisenhower



GOING UP and due for completion in January, 1959, is this new addition pictured on right. It will house expanded workrooms, rehabilitation services, chapel, cafeteria, recreation and other facilities.

and facilities in which to carry forward the rehabilitation, employment and training activities.

This was made possible by the generous financial support of many friends during the Building Fund Campaign, a federal grant under the Hill-Burton Act, special appeals and day-to-day contributions.

But, the job is not finished. With little more than half of the esti-

mated \$1,250,000 construction and equipment cost thus far contributed, there is need for wider and continued financial support.

The reconditioning and sale of discarded materials can support the workshop program. But Goodwill must depend upon a generous public for the funds to underwrite its rehabilitation services and capital expansion. For this, we need YOUR help. TOGETHER WE BUILD!

THE GOODWILL GUILD

AN
ACTIVE
VOLUNTEER
WOMEN'S
AUXILIARY
SERVING THE
HANDICAPPED AT
GOODWILL
INDUSTRIES



BEARING GIFTS for the First Lady, Mrs. Dwight D. Eisenhower, to announce the Guild's Annual Embossy Tour and Teo, is Lotso Souvonnovong, daughter of the Ambossodor of Loos. Guild President, Mrs. John G. Lodd, occompanied her.

Twenty years of service
as a volunteer auxiliary
to Goodwill Industries

Women Serving the Handicapped

In 1937, the Goodwill Guild organized for the purpose of helping the handicapped workers employed in the workrooms of Goodwill Industries.

Though still a basic purpose, the services of the Guild have expanded with the growing program of the Industries to include its rehabilitation services also.

Founded by Mrs. Karl Fenning, one of the original incorporators of Davis Memorial Goodwill Industries and its incumbent first vice-president, the Guild has distinguished itself in the Washington community as a volunteer woman's organization. The record of its anniversary year, under the able and energetic leadership of its president, Mrs. John G. Ladd, adds another bright chapter.

An important part of the Guild's year-round aid to Goodwill workers is its monthly cash grant made to help underwrite the Industries' social welfare services. Started 20 years ago and now totaling \$1,350 annually, the allotment provides emergency financial help to the workers and their families, glasses, prosthetics and re-imbursements for released time to fulfill clinic appointments. In addition, the Guild recently purchased posture chairs for the Industries' sewing room.

During the year, the Guild held a number of delightful activities for its members, as well as special events

to which friends and the public at large were invited.

In February, the Guild held its annual meeting jointly with the Industries at a luncheon in the Congressional Ball Room of the Hotel Statler. In March, Senora de Berckemeyer, wife of the Peruvian Ambassador, was hostess at a membership tea held at the embassy. Each member was invited to bring a usable garment for Goodwill as a "Thank You" gift.

HONOR ROLL OF PRESIDENTS

Mrs. Karl Fenning, Founder

Mrs. Samuel Herrick	1938-41
Mrs. William O. Douglos	1941-44
Mrs. Samuel Herrick	1944-46
Mrs. Henry D. Ralph	1946-48
Mrs. Wiley Rutledge	1948-50
Mrs. Sidney Hechinger	1950-52
Mrs. Ernest Daniels	1952-54
Mrs. James A. Murroy	1954-56
Mrs. John G. Ladd	1956-58



DOLL TEA, with its bevy of little beauties dressed by Guild members and friends, finds enthusiastic admirers in (l-r) Mme. Selma Shaikh of Pokiston; Doll Tea Chairman, Mrs. Charles C. Finucane and Guild President, Mrs. John G. Lodd.



CIRCUS BALL plans pre-occupy Junior Guild president, Mrs. Edgar G. Shelton, Jr., (l) and Mrs. Theodore P. Noyes, Jr., chairman of the benefit dance.

A Pre-Embassy Tour Tea was tendered the members at the home of Mrs. Carrel B. Larson at which pictures on the work of the Industries were shown and final plans for the Tour announced.

On May 4th, the annual Embassy Tour and Tea was held. Mrs. Hale Boggs, wife of Congressman Boggs from Louisiana, did an outstanding job as general chairman. Guest of Honor was Mrs. Richard Nixon, wife of the Vice-President. Hostesses included wives of the Supreme Court, White House, the Cabinet, the Senate and House of Representatives, the Armed Forces and many prominent in official and social life in the Nation's Capital.

Embassies included in the Tour were Egypt, French Republic, Iran, Israel, Japan, Thailand, Turkish Republic, Venezuela, and Laos at which the Tea was held.

The Fall Meeting, held in the Woodward and Lothrop Auditorium, featured a talk on American Historical Figures in Wax by Mr. Frank L. Dennis.

The Doll Tea in December was held at the home of Mrs. Fred Morrison. Chairman of the project was Mrs. Charles C. Finneane. The project and the Tea were judged most successful. Many beautifully dressed dolls were returned for sale in Goodwill's stores at Christmas.

At the close of the year it was announced that Mrs. Roy E. James was to be general chairman of the 1958 Embassy Tour and Tea.

Meanwhile, the Junior Guild was also active. Its January benefit dance, "The Buccaneer Ball," added substantially to its fund to furnish the Recreation Room in the Industries' new building. Two new wheel chairs were also provided for the Rehabilitation Center.

Under the leadership of Mrs. Edgar G. Shelton, Jr., president, plans for the 1958 benefit, a "Circus



EMBASSY TOUR chairman, Mrs. Hole Boggs, checks last minute details with Mrs. John G. Lodd, president of the Guild.

Ball," were underway with Mrs. Theodore P. Noyes, Jr., as general chairman.

Goodwill is sincerely grateful for the contribution these two organizations make in behalf of the Industries' handicapped workers.

A DOLL'S FUTURE

A timely suggestion by the Goodwill Guild early last summer saved the day for their annual doll dressing project and insured an ample supply of dolls for the Goodwill stores at Christmas.

When the lone worker in the Industries' Doll Repair Department moved on to a better job, a suitable replacement could not be found. Guild President, Mrs. John G. Lodd, suggested and offered to arrange for the doll repair work to be done by a former Goodwill worker, Elizabeth Toney, who now operates her own doll hospital. Thus, the Guild got their dolls and Elizabeth's business was able to weather an especially lean summer.



Mrs. Blanche Teague Riddle.

A Tribute to
Blonche T. Riddle
upon her retirement offer

Years

of devoted service to
the handicapped
as a faithful member of
the staff of DAVIS Memorial
Goodwill Industries



*"... your labor is not
in vain in the Lord."*

GREATEST JOY for Mrs. Riddle was the happiness and achievement of the handicapped folks to whom she devoted herself. Such an occasion was the day Joe Henning received an autographed photo of President Eisenhower . . . sent to replace the shop-worn print over his workbench.



DAVIS MEMORIAL CITATIONS

Each year, the Trustees of Davis Memorial Goodwill Industries recognize with meritorious awards the outstanding service of individuals, both local and national, performed in behalf of handicapped people, and the personal achievement of a former Goodwill worker.

1958

Leonard A. Robinsan
D. C. Vocational Rehabilitation Service
Washington, D. C.

Milton R. Tinsley
Creative Arts Studio, Inc.
Washington, D. C.

Ollie Jackson
Upholsterer, Chos. Roy Co.
Washington, D. C.

1957

Henry Viscordi, Jr
Groce Hoppers Cleoves
Beverly F. Hunter

1956

Elmer H. Jebo
Robert E. Jones
Elizabeth S. Toney

1955

Junio Culbertson Luckenbill
Florence T. Judge
Paul J. Combs

1954

Maj. Gen. Melvin J. Mass, USMCR
Leonard M. Elstod, LL.D.
Charles J. Roy

1953

Henry R. Kessler, M.D., Ph D.
A. Julian Brylawski
F. Nelson Hanback

1952

Betsey Borton
E. M. Nevils, Jr.
Beatrice Pierano

1951

Vice Adm. Ross T. McIntire, USN (Ret.)
Harald Russell
Gordon Walter

GIFTS That Keep On Giving

THE
HANDICAPPED
FOLKS WHOSE
LIVES THESE GIFTS
STILL TOUCH SHALL
BE A LIVING
TESTIMONY TO THE
VALUE OF THE DEED,
A LASTING TRIBUTE
TO THE GIVER

The Benefactions of

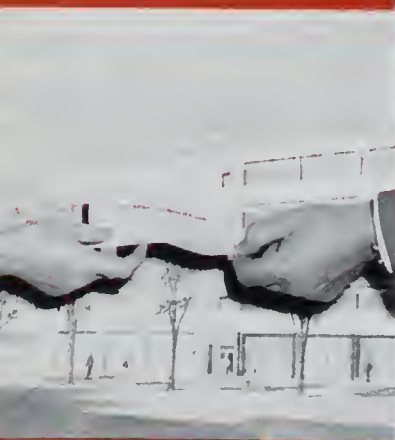
Ann Hubbard DAVIS
The Etta J. Giffin Memorial Trust Fund
of the National Library for the Blind, Inc.

From the Estates of

Morgoret J. Birkett	Emily Johnston
E. John Besson	Lorkin E. Mickle
Virginio Brown	Edith A. Miner
Vero K. Charles	Milton Hugh Slifer
Mory B. Clark	Mory R. Slocum
Leilo Lee Griswold	Henry James Smith
Louise G. Hunnewell	Groce Lincoln Temple

In Memory of

Jessie Hamilton Beck	Marion Morse Lewis
Elizabeth Burton	Groce M. Marshall
Mary S. Dulin	Mrs. Henry Mastyn
John C. Droke	John B. Nichols, M.D.
Lizzie Flemming	G. Daniel Reagon
Ada H. Gudelsky	Patience Salsbury
Agnes T. Hofner	Mrs. Alon B. Smith
Moe E. Howkins	Wilkins M. Trick
Capt. Fred Holt	Solomon L. Thomas
Louro Anno Johnson	John C. Whitehead, M.D.
Ido Renkel Young	





Such As I Have

A will that remembers a favorite charity, or helps to insure the continued growth and service of a worthy community organization, is not alone the final instrument of the selected few who have millions to leave behind them.

It can be the planned remembrance, like that of a widowed friend of Goodwill, whose recent bequest represented a thoughtful sharing of her modest resources . . . evidence of her lasting belief in the services of Goodwill Industries in behalf of handicapped people. Plan carefully to perpetuate your interest in this vital work. Consult your attorney today.

I BEQUEATH . . .

To DAVIS Memorial Goodwill Industries of Washington,
D. C., I hereby bequeath the sum of _____ to aid
it in its work with handicapped people and insure its growth.

Signed _____

Date _____

Address _____

FINANCIAL STATEMENT

EXPENSE BREAKDOWN

Wages & Salaries	\$ 494,177.40	\$476,553.44
Other Expenses	308,441.84	277,499.84
Total Expenses	\$ 802,619.24	\$754,053.28

INCOME

Sales	\$ 666,269.68	\$591,575.03
Salvage	75,350.42	62,990.75
Total Sales	\$ 741,620.10	\$654,565.78
Other Industrial Income	2,112.19	5,136.80
Other Earned Income	56,972.53	53,570.17
Total Earned Income	\$ 800,704.82	\$713,272.75
Other Income	6,642.61	2,929.00
Total Income	\$ 807,347.43	\$716,201.75

EXPENSES

Administration	\$ 47,985.72	\$ 45,730.27
Public Relations	33,326.20	28,692.95
Industrial Operations:		
Transportation	151,509.98	145,656.37
Production	257,622.43	243,673.89
Sales	154,022.04	130,653.86
Building Maintenance	39,398.23	39,259.69
Employee Relations & Services	28,176.44	30,756.09
Fixed Charges	90,578.20	89,630.16
Total Operation Expense	\$ 802,619.24	\$754,053.28
Other Expense	4,478.57	2,144.07
Total Expenses	\$ 807,097.81	\$756,197.35
Net Gain or Loss	249.62	—39,995.60

The financial statement submitted herewith is subject to audit as of January 1, 1958, by J. Henry Oehmon & Co., Certified Public Accountants.

BALANCE SHEET

ASSETS

	1957	1956
Depreciated Value Bldgs. & Equipment	\$ 481,555.08	\$282,353.46
Cash on Hand, Operating Funds	18,228.78	26,950.48
Cash on Hand, Restricted Funds	22,089.29	18,696.83
Building Fund Cash & Pledges Receivable	51,245.23	145,368.56
Rehabilitation Center Accounts Receivable & Other Receivables	50,601.59	43,904.31
Inventories	4,194.23	4,607.09
Investments, Prepaid Expenses, etc.	107,811.10	80,189.92
	321,715.02	384,425.35
Total Assets	\$1,057,440.32	\$986,496.00

LIABILITIES

Accounts Payable, etc.	\$ 31,765.96	\$ 90,683.48
Restricted & Special Funds	284,897.11	240,696.83
Net Worth	740,777.25	655,115.69
Total Liabilities & Net Worth	\$1,057,440.32	\$986,496.00

REHABILITATION CENTER

ASSETS

	1957	1956
Cash	\$ 35,833.67	\$ 30,171.58
Depreciated Value of Equipment	10,463.70	9,351.67
Inventory of Supplies	4,138.24	4,223.35
Prepaid Expenses	165.98	157.71
Total Assets	\$ 50,601.59	\$ 43,904.31

LIABILITIES

Net Worth	\$ 50,601.59	\$ 43,904.31
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GOODWILL STAFF at Annual Planning Conference, Blue Ridge Summit, Po.

STAFF

W. Harold Snape, Executive Director

SHELTERED WORKSHOP

Comptroller: Mrs. June P. Mortin

Public Relations: Louis C. Schenk, Director

Leighton E. Harrell, Fund Development

Personnel Services: Rupert H. Cliff, Director

Miss F. Kathleen Mathews, Asst. Personnel Officer

Sam Vineyard, Training Officer

Charles Enders, D.D., Chaplain

Industrial Operations: Norman Pierce, Director

Miss Pearl Feaganes, Asst. Director Textiles

Marion S. Corbin, Asst. Director Durable Goods

Eugene Roston, Dispatcher

Sales: Robert M. Shull, Director

REHABILITATION CENTER

Miss Marie Yaryan, Coordinator

Herman C. Maganzini, M.D., Medical Director

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